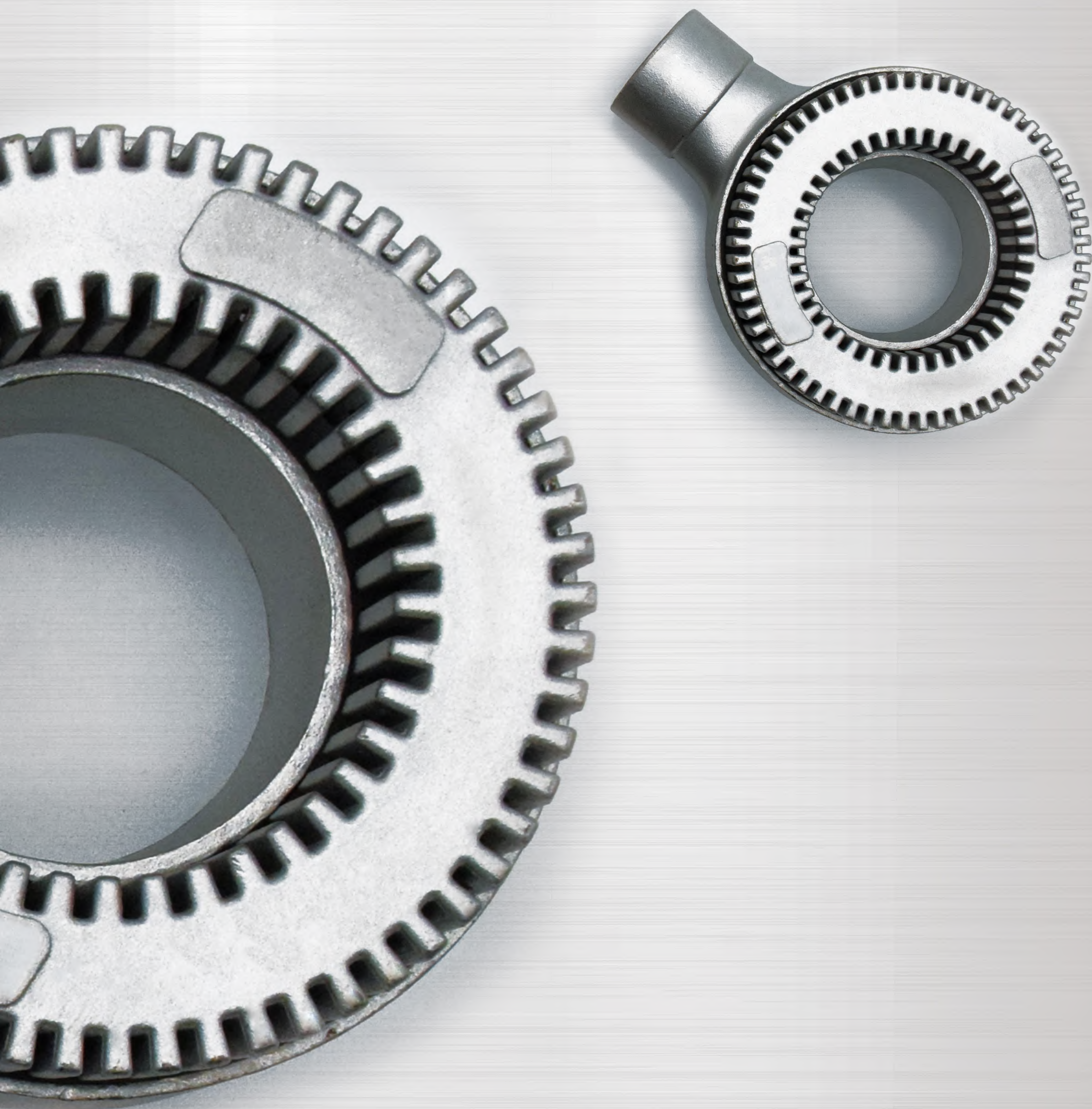


# CUSTOMIZED FITTINGS

客户定制配件



# CUSTOMIZED FITTINGS

## 客户定制

Different customers have different needs. One customer also has the different needs. How to meet the different needs of different customers? Personalized customized service is a good choice. Customized services play an important role to obtain the core competitiveness for a company. It can bring differentiation competitive advantage, market advantages and price advantages to enterprises.

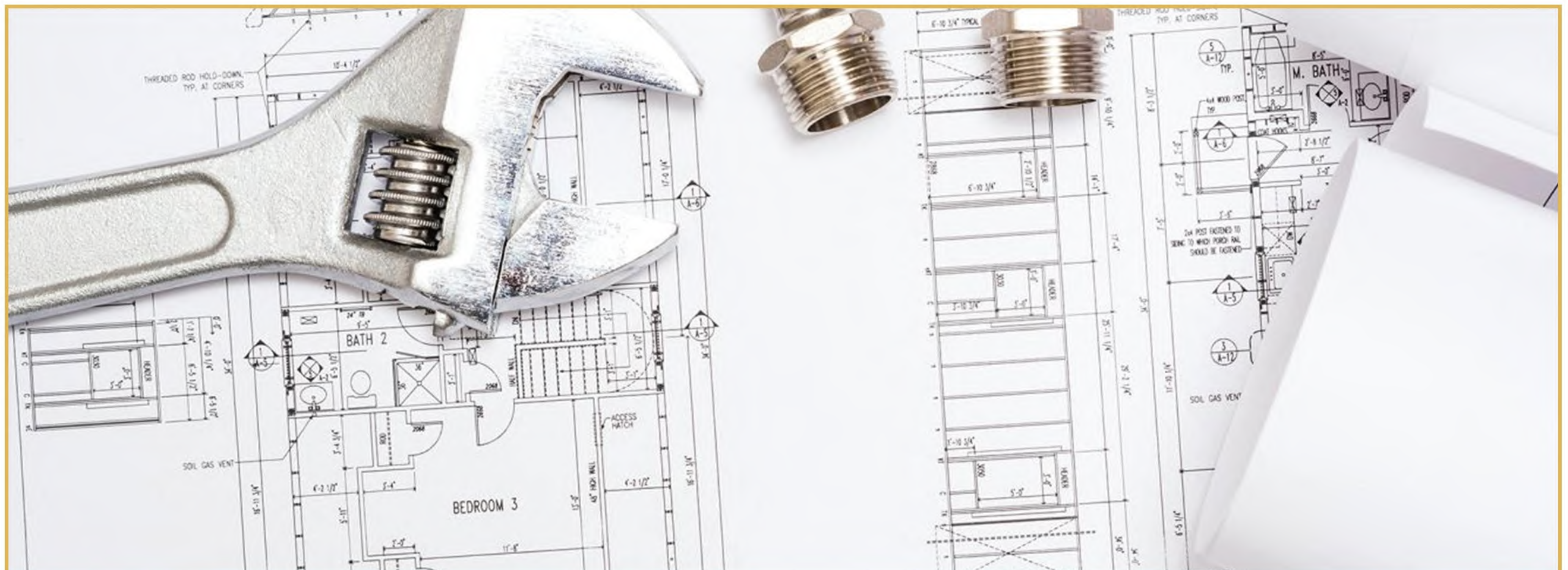
### Customization steps:

1. Fully understand customers' special needs. Samples, drawings or pictures are acceptable.
2. Communicate with customers in details and work out effective solutions based on their needs.
3. Sign a confidentiality agreement with the customer.
4. Enable customers to obtain satisfactory customized services.

不同客户的需求是不同的，同一个客户的需求又非单一的。如何满足不同客户的需求呢？个性化的定制服务是一个不错的选择。定制服务能给企业带来差异化优势、市场优势和价格优势，对企业核心竞争力的塑造能起到重要的作用。

### 定制步骤：

1. 充分了解客户特殊的需求，样品、图纸或图片均可接受。
2. 详细与客户进行沟通，结合客户的需求制定出有效的解决方案。
3. 与客户签订保密协议。
4. 使客户获得满意的定制服务。





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